

Message Text

UNCLASSIFIED

PAGE 01 CASABL 00059 131720Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 USIA-15 /033 W
-----131725Z 032154 /54

O R 131630Z JAN 77
FM AMCONSUL CASABLANCA
TO USDOC WASHDC IMMEDIATE
INFO AMEMBASSY RABAT
SECSTATE WASHDC 4559

UNCLAS CASABLANCA 0059

E.O. 11652: N/A
TAGS: BEXP, MO
SUBJ: CASABLANCA INTERNATIONAL TRADE FAIR 1977

REF: USDOC 494

1. MANY THANKS REFTEL. AFTER REVIEWING BUDGET FIGURES IN CONSULTATION WITH AMEMBASSY RABAT WE HAVE DECIDED TO STICK WITH \$1500 RENTAL PRICE, THIS IS WE BELIEVE, ALL THE TRAFFIC WILL BEAR. WE BELIEVE WE HAVE ENOUGH EXHIBITORS, AND WILL LET YOU KNOW LATER IF WE NEED YOUR ASSISTANCE IN ADDITIONAL RECRUITING (PARA 4 REFTEL).

2. POST RECEIVED THREE BIDS FROM PROSPECTIVE CONTRACTORS. CHOICE BOILED DOWN TO TWO, AND NEGOTIATIONS WERE DRAWN OUT BECAUSE WE THOUGHT IT DESIRABLE TO GET MORE EXPERIENCED DECORATOR (WHO DESIGNED 1975 U.S. PAVILION) DOWN TO HIS COMPETITOR'S PRICE. IN THIS WE HAVE BEEN SUCCESSFUL. WE HAD EXPECTED FAIR DIRECTOR TO ARRIVE EARLIER THAN MID-FEBRUARY, AND BELIEVE MID-FEBRUARY IS TOO LATE TO WAIT FOR FINAL BID EVALUATION. BOTH FIRMS HAVE MADE THEIR BIDS OF DH 165,000 CONTINGENT UPON OUR GIVING THEM THE NOD BY JANUARY 20. FINAL CONTRACT CAN BE SIGNED AFTER ARRIVAL FAIR DIRECTOR.

3. WE LOOK FORWARD RECEIVING DESIGN SPECIFICATIONS AND
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PAGE 02 CASABL 00059 131720Z

DRAWINGS, AND WILL DISCUSS THEM WITH DECORATOR. WE HAVE RECEIVED MATERIAL REQUESTED IN PARA 3 CASABLANCA 1427. WE WILL PROCEED WITH DESPATCH OF LETTER FROM CONGEN TO PARTICIPANTS, AND COMMATT WILL BE PREPARED TO SIGN PARTICIPATION AGREEMENTS.
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Message Attributes

Automatic Decaptioning: X
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Sent Date: 13-Jan-1977 12:00:00 am
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Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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